

NEXUS

Consultancy
Services



NEXUS

GIVING YOU THE TIME TO TEACH

SJ Research Consultancy Service

SJ Research are introducing a new service that will provide our customers with the help they need and want. The pace of development we are currently witnessing in education means that the availability of this type of service is more important than ever before.

SJ's consultancy division will offer the following:

IT equipment audit: This service is designed to ensure that your existing resources are working and being used in the most effective manner. It will also provide advice on the purchase and use of the most appropriate new resources.

Free on-site visit: The first visit to your school will be free of charge. This will provide an initial assessment of your requirements.

System design: This service helps to ensure that the new systems you want to install will fulfil your requirements and will operate to maximum efficiency.

SJ expertise: For more than a decade SJ Research have been at the forefront of British educational technology with thousands of our systems in daily use. We are fully committed to supporting educational IT with many of our team having played a key role in education from within the classroom and at advisory level.

Full documentation: All of the services provided by SJ consultancy are fully documented providing you with a permanent record of the advice or recommendations given.

Call us now and see how SJ Research can help you.

N E X U S

Installation Services



N E X U S

G I V I N G Y O U T H E T I M E T O T E A C H

INSTALLATION SERVICES

AN IMPROVED SERVICE

We have built up an enviable reputation for the quality of our pre- and post-sales service and for the high level of technical support we offer. We have responded to the changes within the educational market by the creation of a new department. This department will bring to your systems installation the same quality and expertise that SJ Research provide in all other areas.

A CLEAR ADVANTAGE

SJ Research have always been able to provide you with the right advice, design and technical expertise necessary to bring you the benefits of shared resources. We can now offer you the complete solution, from consultancy through to installation, final commissioning and training. After all, who will know better than the designers how to install a system to optimise its performance and reliability?

Installation: Our team of engineers will install all the appropriate cable and trunking etc. They are trained not only on the technical requirements but also on the security and safety aspects of network installations.

Commissioning: Quality installation is only part of the equation for a reliable system. Vital to success is the commissioning. This is the point at which the final check and initial system training take place. It is only at this time, given your full approval, that the system will be signed over to you. Our commissioning engineers are experienced IT teachers and understand the issues that are important to you.

For further information please complete and return this form to SJ Research

Please send me details of the installation services provided by SJ Research

Organisation:

Address:

Name:

Position:

Post code:

Tel:

Fax:

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J1 THE PADDOCKS
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NEXUS

System Support Contracts



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SYSTEM SUPPORT CONTRACT

Information Technology resources in schools are continuing to develop, becoming ever more complex. As a result it is increasingly difficult for teachers and technicians to maintain the level of knowledge and skills required to develop new resources and support existing ones.

The SJ Research System Support Contract is designed specifically to help in this area.

Under the contract we will provide:

- ☐ Access to our technical support hotline to help you solve problems with any Acorn, SJ or associated equipment (printers, scanners etc). We do not guarantee to know all the answers to every question, but we are prepared to suggest how to proceed, and to work with you to solve your problem.
- ☐ Access to the library of application notes we are writing which will cover frequently encountered problems. We will provide free copies of all new application notes as we publish them.
- ☐ Discounts on the price for a site visit by our network audit and repair personnel.
- ☐ Access to our range of Software Utility discs.
- ☐ Advice on the best ways to set up your school system.
- ☐ A free place on any one of the SJ training courses held in Cambridge (one per year). Plus any others at half price.

We cannot provide:

- ☐ Specific help on using individual packages.

We will help you install and configure any package, and will work with you to make the system aspects work correctly, for example so that you can print. However, when it comes to problems using a particular software package, you should contact the supplier of that package (software purchased through SJ Research is supported as normal). For example we will not be able to advise on subjects such as how to draw a blue circle in !Draw.

Price

We are introducing the System Support Contract from April 1st 1994, at a price of £400 + VAT per annum. All subscribers joining before that date will be covered until April 1st 1995 in return for their first year's subscription.

Maintenance Contract Discount

We offer a 50% discount on the price of the System Support Contract if you take it out in conjunction with a SJ Research hardware Maintenance Contract.

Technical Support

Please note that from February 14th 1994 the support line will not be able to answer enquiries which do not relate to SJ Research products unless the caller has a system support contract.

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TECHNICAL SUPPORT
TELEPHONE 0223 414532

YOUR ROUTE TO THE FUTURE

24th January 1994

Alan Burgin
IT Coordinator
Allerton Grange High School
Talbot Avenue
Leeds
LS17 6SF



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Dear Mr Burgin

Thank you for visiting the SJ Research stand at the recent BETT '94 Exhibition at Olympia. I hope you found the exhibition informative and interesting.

I was pleased to hear of your interest in *Nexus Networking* and enclose some information which may be of interest to you.

SJ Research has been helping schools develop their networking resources for over ten years and would be pleased to offer any further advice that you might need in formulating future networking strategies for your establishment. The company offers access to our technical help telephone line for the lifetime of any SJ Research networking products that you might purchase, as well as comprehensive services supporting consultancy, installation, leasing, training and maintenance. Information and support before *and after* sales is an important service provided by us for our customers.

Please feel free to contact me or one of my colleagues should you wish to discuss further the information we have provided for you.

Yours sincerely

A handwritten signature in blue ink, appearing to read 'Colin Abrey', with a stylized flourish at the end.

Colin Abrey
Sales Manager

STOP PRESS

Lower Hard Disc Prices

170Mb Hard Disc £299.00

270Mb Hard Disc £424.00

The new January '94 price list offers you even greater value: the SJ Research Nexus Networking clusters are now fitted with 170Mb hard disc as standard. A 270Mb hard disc is also available.

Costing less, yet able to share even more of your software resources, Nexus Networking is your route to the future.

Save Money
with our
BETT'94 special offers

Order now to beat the deadlines

| Products | REP | Offer price | Closing Date |
|---|----------|----------------------|----------------|
| Nexus File Server 240Mb | £1950.00 | £1750.00 | 30th April '94 |
| Nexus File Server 480Mb | £2399.00 | £2199.00 | 30th April '94 |
| Nexus A4 Interface Card | £98.88 | £78.88 | 31st Jan. '94 |
| MDFS upgrade | £399.00 | £299.00 | 30th April '94 |
| MDFS upgrade purchased together with any SJ Hard Disc | | £100.00 | 30th April '94 |
| MDFS Desktop Manager v2.00 | £68.49 | £50.00 | 30th April '94 |
| Nexus Junior Printing | £49.99 | included with Junior | 31st Jan. '94 |

All prices quoted exclude VAT.

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G I V I N G Y O U T H E T I M E T O T E A C H

Example quotation

12 station Nexus Network

| Quantity | Description | Unit Price | Order Code | Price |
|--------------|---|------------|------------|-----------------|
| 1 x | Nexus Disc Sharer | @ 1072.00 | 4P00N01 | £1072.00 |
| 1 x | 170Mb Hard Disc for Nexus Disc Sharer | @ 299.00 | 0P17N01 | £299.00 |
| 1 x | Nexus Hub | @ 378.00 | NHUBN01 | £378.00 |
| 3 x | Nexus Router | @ 278.03 | ROUTN01 | £834.09 |
| 12 x | A3020/A4000 Interface Card | @ 66.94 | A324N01 | £803.28 |
| 1 x | Connecting Box with One Socket - 4 Pack | @ 34.56 | NCB4N03 | £34.56 |
| 1 x | Standard Nexus Cable: 100m | @ 79.19 | CBS1N03 | £79.19 |
| | UK Mainland Delivery Charges | | | £25.00 |
| Total | | | | £3525.12 |

Quarterly lease rental payments on £3525.12 over a three year period would be £379.83

Quarterly lease rental payments on £3525.12 over a five year period would be £255.92

These figures are for payments by Direct Debit in advance.

Notes

- It is not possible to fit an A3020/A4000 Nexus card and an Econet card in the same computer.
If you do intend to fit an Econet interface into an A3020 or A4000 then you should order an A3000 Nexus interface card (code A3INN01).
- Installations with cable runs below 50m may benefit from the use of Nexus Lightweight Cable. Please contact us for further information if you feel this to be an alternative.
- Prices are valid for thirty days and are exclusive of VAT.
- Delivery is normally 4 - 6 weeks from date of order.

All Nexus equipment comes with one year's warranty. We offer maintenance cover on all the components of a Nexus system, excluding cable, for subsequent years. We also offer the maintenance cover with a fast response option. The costs of maintenance cover per cluster are:

| | |
|---|---------|
| Fast Response cover Year 1 | £149.00 |
| Fast Response Maintenance cover Years 2-5 | £299.00 |
| Maintenance cover Years 2-5 | £199.00 |

There is a £100 discount available on Year 2 maintenance cover paid for at time of purchasing equipment. This discount is valid on orders placed by April 30th 1994.

If you would like a quotation for your precise requirements, or if you require any additional information, please contact our sales department.

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Example quotation

16 station Nexus Network

| Quantity | Description | Unit Price | Order Code | Price |
|----------|---|------------|------------|----------|
| 2 x | Nexus Disc Sharer | @ 1072.00 | 4P00N01 | £2144.00 |
| 2 x | 170Mb Hard Disc for Nexus Disc Sharer | @ 299.00 | 0P17N01 | £598.00 |
| 2 x | Nexus Hub | @ 378.00 | NHUBN01 | £756.00 |
| 3 x | Nexus Router | @ 278.03 | ROUTN01 | £834.09 |
| 16 x | A3020/A4000 Interface Card | @ 66.94 | A324N01 | £1071.04 |
| 2 x | Connecting Box with One Socket - 4 Pack | @ 34.56 | NCB4N03 | £69.12 |
| 3 x | Connecting Box with One Socket | @ 12.03 | NCB1N03 | £36.09 |
| 2 x | Standard Nexus Cable: 100m | @ 79.19 | CBS1N03 | £158.38 |
| | UK Mainland Delivery Charges | | | £36.00 |

Total £5702.72

Quarterly lease rental payments on £5702.72 over a three year period would be £614.47

Quarterly lease rental payments on £5702.72 over a five year period would be £414.02

These figures are for payments by Direct Debit in advance.

Notes

- It is not possible to fit an A3020/A4000 Nexus card and an Econet card in the same computer.
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NEXUS FILE SERVER

MDFS FOR NEXUS NETWORKING

The SJ Research Modular Disc File Server (MDFS) has over the years proved to be the most advanced, reliable and secure file server available for Econet.

Since the introduction of Nexus networking SJ has had many requests from users who would like to add a dedicated file server to their new Nexus network. We have listened to these comments and as a result have re-engineered the MDFS for use on a Nexus network. In keeping with the SJ philosophy of providing its customers with a smooth upgrade path, the Nexus file server is not only available as a new product but also as an upgrade to existing MDFS owners.

Dedicated

The Nexus file server is a dedicated unit providing your Nexus network with file server and printer server facilities. If you currently have Archimedes computers dedicated to these tasks then some or all of them will be released to become usable client stations.

Reliable

The Nexus file server is based on the same hardware as the MDFS which has an unparalleled reputation for reliability. Many users leave their MDFS running for 24 hours a day, 7 days a week, for months on end.

Secure

The Nexus file server has a keyswitch on the front panel. Until the key is inserted and turned to the 'System' position it is impossible to perform sensitive management functions such as accessing the password file or changing the space allocated to users.

Advanced access control

The Nexus file server software implements all the most popular features of the MDFS software, in particular the very flexible control over users' access to files and directories. For example, it is possible to set up directories with ownership shared between a group of users or to place files in users' directories which they cannot alter.

Large storage capacity

The Nexus file server software has been upgraded so that it can provide up to 480Mb of hard disc storage. Hard discs are formatted using SJ Research's own "efficient" format which ensures that much more of the 480Mb is actually available for storage of users' files than is possible on discs formatted to the ADFS standard.

Tape backup

The optional 120Mb tape streamer is available for backing up hard discs to tape. The backup can be set to occur automatically overnight. Single files can be retrieved from tape without the need to take the file server offline.

Two built in printer servers

The Nexus file server has both a parallel and serial port and so can be used to provide simultaneous spooled network access to two printers.

BBC compatibility

The Nexus file server is provided with an Econet socket which can be used to link it with an existing Econet network of BBCs via an Econet bridge.

Training

The price of a new file server includes two places on one of SJ's file server management courses run at our offices in Cambridge.

Network utilities

The MDFS is supplied with a library of useful utility software to aid the system manager.

YOUR ROUTE TO THE FUTURE

Technical specification

| | |
|-------------|---|
| Hardware | 6Mz Z-80 processor with 256Kb of RAM and 8Kb of ROM. |
| Networks | Socket for connection to a Nexus hub. Socket for connection to an Econet bridge. |
| Hard discs | Supports up to 8 logical partitions of 60Mb giving a total storage capacity of 480Mb. The logical partitions can be from any of up to 4 physical SCSI discs, two of which may be fitted inside the file server. |
| Floppy disc | One 800k 3.5" floppy disc, intended mainly for software distribution/upgrade and maintenance, but also accessible on-line if desired. |
| Users | Supports up to 2048 individually named users. Up to 80 of these users can be logged on simultaneously. |
| Tape | The optional 120Mb tape drive allows any two of the logical partitions to be backed up at the same time. Automatic, unattended backups may be scheduled. |
| Printers | Serial: RS-232 9-pin 'D-type' socket supports XON/XOFF and CTS/RTS handshakes. Parallel: 25-way 'D-type' PC/Archimedes standard. |

SJ Research has a policy of continual improvements. Whilst every effort has been made to ensure the accuracy of the information on this sheet, it cannot be guaranteed.